FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NEWS

1957 Edition No. 5

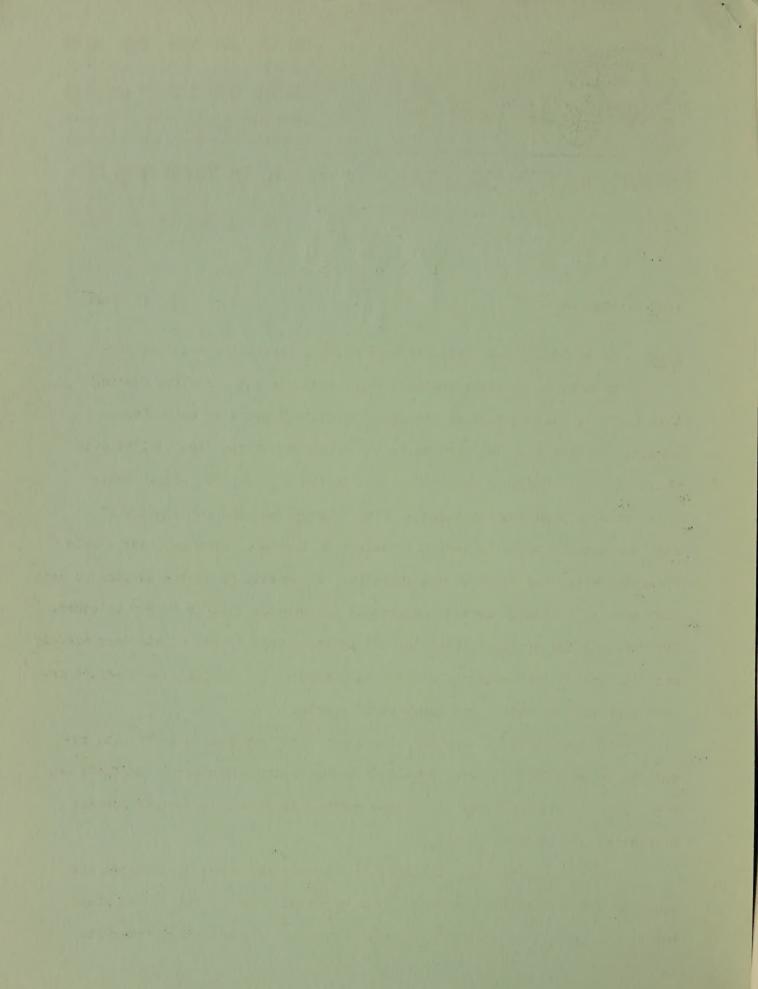
March 13, 1957

SALES - In reviewing sales reports from agents, especially the item per-

that there is and has been considerable "fiddling" going on while "Rome burns". In this case the burning is the consuming of the time available in which to obtain business for 1957. This is the 13th day of March. Sales days are dropping from the calendar with a heavy thud and any agent that hasn't heard the thuds is certainly asleep on the job. Some may have a rude awakening after the close of the campaign. If we have to do the selling we will just have to switch to service agreements and use the savings to pay salesmen. Our Headquarters office is watching the progress made by all agents very closely and will insist that changes be made where necessary. We just can't afford any more high priced "detail and paper work" agents.

We have stressed time and time again that personal contacts will result in sales. This is being proven in every county where proper contacts are being made. Soil Bank sign up is over so that is no more an excuse for not contacting prospects.

From now to the end of the sales campaign, District Supervisors are going to expect agents to be found in only one place - - - out in the field making contacts. The business won't come to you - - you must go after it.



out in indemnities as was done in 1954, what will the result be in your county?

You owe the farmers of your county a service to explain the benefits of

Federal Crop Insurance to every uninsured. If you do this your county will

be well protected and if not your farmers will stand to lose thousands of

dollars in indemnities and it will be for no other reason than that you failed to give the service you agreed to give when you signed the agents agreement.

The Washington office is also keeping a close check on our moisture conditions. If it doesn't improve soon I may be forced to close sales in many counties before March 31. Roads have been good and so has the weather. Far different from last year. There just is no excuse for not hitting the trail except your own self. Where there is a will there is always a way. Last week we got very good coverage all over the state on our Associated Press release. It has been on radio, Television and in all papers. I know it's been read and seen or heard. The deadline is almost here so why not take advantage of all this and make sales. With the right kind of hard work you could still get 75 to 100 sales by April 1. That would put us in good shape as far as 1957 business goes.

I know this may seem plenty rough to you men, but it's as I see it from here. Some of you agents have done a mighty good job so far. You know how to get sales. I congratulate you on your work and urge you to increase your efforts from now on. If you do you might be the ones to save face for North Dakota. So, again let me say I appreciate your efforts and best of luck to you the rest of the way. Your increased earnings, I know, will be welcome to you, too. We have a job to do - - a difficult one - - and we must all push as hard as possible until it's completed. So let's all put our shoulders to the wheel and get it done.

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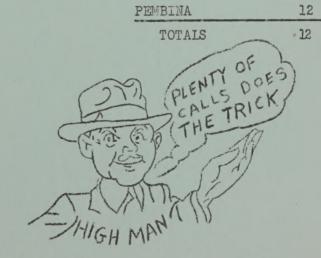
SUPERVISOR ERICKSON'S AREA (Wheat)		SUPERVISO	R THEXTON'S AF	REA	
COUNTY	CANCELLED	RECEIVED	COUNTY	CANCELLED	RECEIVED
Cass	184	52	Benson	149	4
Griggs	58	38	Cavalier	254	17
Stutsman	196	42	Eddy	68	2
Traill	81	16	Foster	39	2
TOTALS	519	148	Nelson	93	7
* * * * * * *	* * * * * *	* * * * *	Pembina	88	4
	(FLAX)		Ramsey	236	12
Cass	153	65	Towner	155	14
Stutsman	191	49	Wals h	171	50
Traill	73	21	TOTALS	1253	112
TOTALS	417	135	* * * * * * *	******	* * * * * *
* * * * * * *	* * * * * * *	* * * * *		(MULTIPLE)	
	(MULTIPLE	<u>E</u>)	Grand Forks	182	40
Barnes	162	27	TOTALS	182	40
Dickey	176	7	* * * * * *	* * * * * * *	* * * * * *
LaMoure	336	12		(FLAX)	
Ransom	195	19	Eddy	36	0
Richland	180	28	Benson	55	5
Sargent	118	10	Foster	16	2
Steele	111	8	Nelson	30	6
TOTALS	1278	111	Pembina	60	1
* * * * * *	* * * * * *	* * * * *	Ramsey	37	3
	(BARLEY)		Walsh	152	56

Cass

Traill

TOTALS

(BARLEY)



TOTALS

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

SUPERVISOR SCHONBERGER'S AREA

SUPERVISOR OLSON'S AREA

COUNTY	CANCELLED	RECEIVED	COUNTY	CANCELIE D	RECEIVED
Bottineau	133	22	Burleigh	60	7
Burke	31	3	Emmons	29	15
Divide	10	15	Kidder	64	11
McHenry	42	9	Logan	48	19
McLean	98	10	McIntosh	58	6
Mountrail	56	39	Mercer	50	29
Renville	28	5	Morton	53	79
Rolette	89	12	Oliver	28	3
Ward	102	32	Sheridan	58	44
Williams	40	85	Wells	122	23
TOTALS	629	232	TOTALS	570	236
* * * * * * *	* * * * * * *	* * * * *	* * * * *	* * * * * * *	* * * * * *
	(FLAX)			(FLAX)	
Bottineau	26	4	Emmons	13	14
McLean	51	4	Logan	8	24
Ward	53	25	McIntosh	9	14
TOTALS	130	33	TOTALS	30	52

(MULTIPLE)

Pierce	96	48	
TOTALS	96	48	
		PCI 412	DE. S
			THOI WALL
		(Ball	ST PER

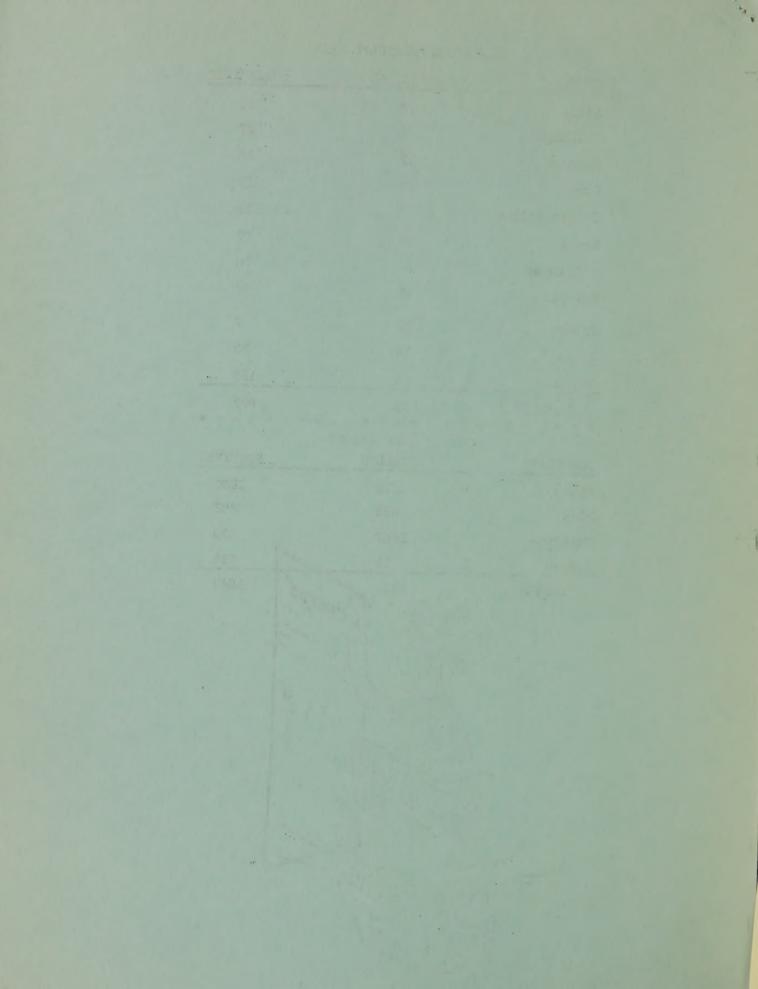
SUPERVISOR MARKEL'S AREA

COUNTY	CANCELIE D	RECEIVED
Adams	17	28
Billings	6	57
Bowman	17	36
Dunn	29	17
Golden Valley	8	119
Grant	24	27
Hettinger	35	16
McKenzie	47	27
Sioux	13	7
Slope	14	30
Stark	38	138
TOTALS ******	248 * * * * * * * * * * *	502 * * * * * * *

TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3219	1230
Flax	963	293
Multiple	1556	199
Barley	73	125
TOTALS	58 M	1847







ROP INSURANCE

NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



March 19, 1957

1957 Edition No. 6

SAIES - We are now into the final days of the 1957 campaign. The weather has continued to be good from the standpoint of travel and permitting contacts to be made. With all the dirt in the air when the wind blows, prospects should be aware of what could happen. Actually, the winds have provided a visual sales aid that we should be taking advantage of.

There has been considerable improvement in the number of applications received this week. Good work is being done by somebody. It certainly makes things appear brighter than they did only a week ago. Those of you who are making our sales increase, keep it up with more steam than ever. My thanks to you because it relieves the pressure on us for lack of sales. But, if any of you agents haven't gotten started yet or have done very little, remember there are only a few days left in which to do anything. Reread last week's Nodak News as a reminder of what may happen.

Since the closing date falls on Sunday, March 31 we can continue to sell through April 1, 1957. We expect every agent to spend April 1 in the field because we feel that you can get the extra applications that will make the difference as to whether or not we have a good sales record. Keep your office open, certainly, but just have some one there to accept signatures on applications. If further explanation of the contract is wanted by any signer you can do that on April 2.

So, all together through April 1. I'm banking on all of you to help bring home the bacon.

SALES REPORTS - Prepare the regular weekly report on April 2 rather than as of March 29 and mail it on April 2. If you do this we will receive it by Friday, April 5 and in that way it will be your final report.

SPECIAL SALES REPORT - Your District Supervisor has or will leave forms with you for making a report that will show just what you did on sales. This is similar to the report made last year after the close of the sales campaign.

SALES BY FCIC PERSONNEL - Your supervisor must furnish us with a listing by contract number and name of the sales made by Corporation field-men. Start assembling this information as soon as possible. Separate lists must be prepared for each commodity.

SUBMITTING APPLICATIONS - In order that we can complete auditing applications promptly we want all applications in this office by Friday, April 5.

COLLECTIONS - More than 700 letters have been sent to indebted producers whose contracts will terminate if the accounts aren't paid by March 31, 1957.

Every one you collect means a contract in force for 1957.

ADJUSTERS MEETING - We are having a meeting with Key Adjusters at ers and a few selected adjusters at Mandan starting at 1:00 p.m. on Monday, April 8. The meeting will be held in the Lewis & Clark Hotel. Agents are invited to attend. In some cases you may be able to travel with the District Supervisor or the adjusters. Discuss this with the Supervisor if you plan to attend. Washington Office representatives will be at this meeting.





APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

SUPERVISOR SCHONBERGER'S AREA

SUPERVISOR	OLSON'S	AREA

COUNTY	CANCELIED	RECEIVED	COUNTY	CANCELLED	RECEIVED
Bottineau	132	25	Burleigh	60	7
Burke	31	3	Emmons	29	15
Divide	210	19	Kidder	64	11
McHenry	142	9	Logan	48	19
McLean	98	10	McIntosh	58	6
Mountrail	56	79	Mercer	50	29
Renville	28	5	Morton	53	79
Rolette	90	15	Oliver	28	3
Ward	102	32	Sheridan	59	48
Williams	<u> </u>	95	Wells	122	23
TOTALS * * * * * *	630	292 * * * * *	TOTALS * * * * * * *	57 1 * * * * * * * *	240 * * * * * *
	(FLAX)			(<u>FLAX</u>)	
Bottineau	26	4	Emmons	13	14
McLean	51	4	Logan	8	24
Ward	53	26	McIntosh	9	14
TOTALS	130	34	TOTALS	30	52
* * * * * *	* * * * * * *	* * * * * *	* * * * * * *	* * * * * * * *	* * * * * *
	(MULTIPL	E)			
Pierce	97	58			

58

97

TOTALS





SUPERVISOR ERICKSON'S AREA

SUPERVISOR	THEXTONS	AREA

CANCELLED

RECEIVED

3

COUNTY	CANCELLED	RECEIVED	COUNTY
Cass	184	58	Benson
Griggs	58	3 8	Cavali
Stutsman	196	45	Eddy
Traill	81	27	Foster
TOTALS	519	168	Nelson
* * * * * *	* * * * * * *	* * * * * *	Pembir
	(FLAX)		Remaej
Cass	153	75	Towner
Stutsman	191	53	Walsh
Traill	73	33	TO
TOTALS	417	161	* * *
* * * * * *	* * * * * * *	* * * * * *	
	(MULTIPL	E)	Grand
Barnes	163	35	TO'
Dickey	176	11	* * *
LaMoure	336	15	
Ransom	195	21	Eddy
Richland	180	28	Benso
Sargent	118	10	Foste
Steele	112	8	Nelso
TOTALS	1280	128	Pembi
* * * * * *	* * * * * * * *	* * * * * * *	Ramse
	(BARLEY)		Walsh
Cass	46	90	TO
Traill	15	58	* * *
TOTALS	61	148	
			Pembi

0001122	The state of the s	The state of the s
Benson	149	4
Cavalier	254	17
Eddy	68	2
Foster	39	6
Nelson	93	9
Pembina	88	4
Remaey	236	14
Towner	155	14
Walsh	171	50
TOTALS	1253	120
* * * * * * *	* * * * * * *	* * * *
	(MULTIPLE)	
Grand Forks	183	47
TOTALS	183	47
* * * * * * * *		* * * *
	(\underline{FLAX})	
Eddy	36	0
Benson	55	5
Foster	16	4
Nelson	30	8
Pembina	60	1
Ramsey	7 37	3
Walsh	152	56
TOTALS	386	77
* * * * * * *	* * * * * * *	* * * * *
	(BARLEY)	
Pembina	12	3

12

TOTALS

"Spring is sprung Grass is riz I wonder where all your sales is!"





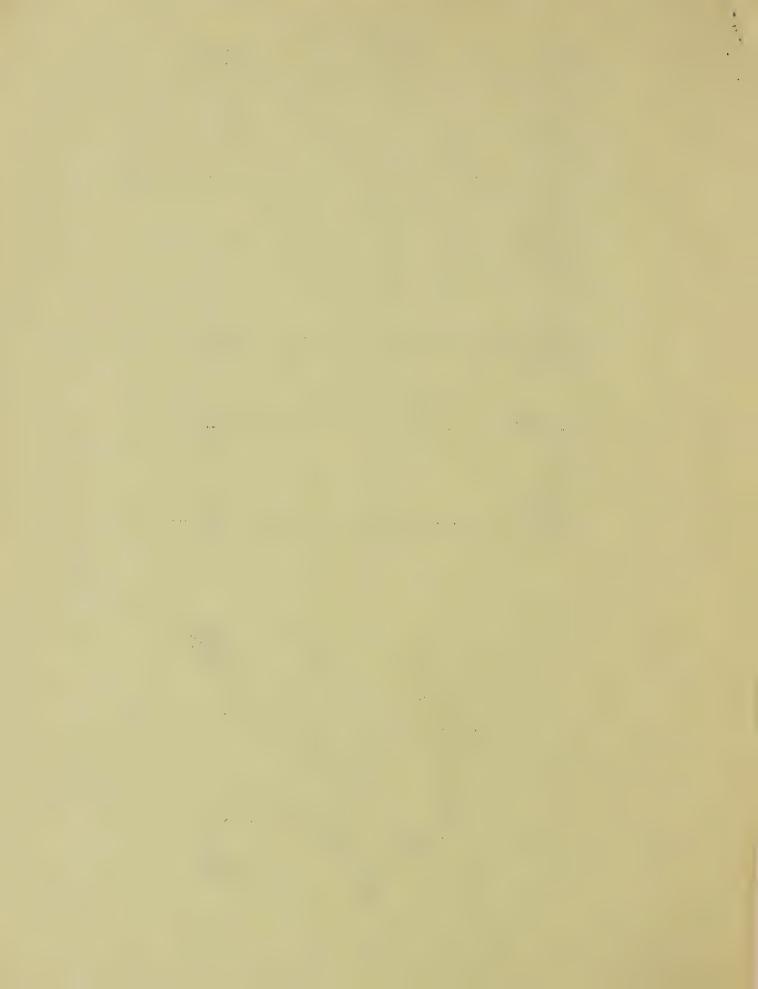
SUPERVISOR MARKEL'S AREA

CANCILLED	RECEIVED
17	28
6	57
17	38
29	17
8	119
24	. 27
35	16
47	34
13	7
14	37
38	161
248	541
	17 6 17 29 8 24 35 47 13

TOTALS (ALL AREAS)

	(
COMMODITY	CANCELIED	RECEIVED
Wheat	3221	1361
Flax	963	324
Multiple	1560	233
Barley	73	151
TOTALS	5817	2069







NODAK EROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NEWS

1957 Edition No. 7

March 26, 1957



GOOD NEWS

SALES - W. K. FOSTER in Stark County is the first agent that we know of to reach the maximum number of contracts that can be in force for 1957. Bill had a goal of 415 as compared to 274 contracts in force in 1956. Our congratulations to you, Mr. Foster, and we hope that before the 1957 campaign becomes history you will have many more agents for company.

Agent Foster and others are proving that

sales can be made if the necessary effort is put forth. As we have said before, business won't come to you, it is necessary to go after it. Every agent should be out in the field and by all means spend Monday, April 1 calling on the last prospects on your list. Don't expect them to contact you. Let's make the last day count.

SALES REPORT - Again we wish to remind you that your next report is to be

made up on April 2 and mailed on that date. It is absolutely

necessary to have a report from every agent because it will be the final

report insofar as agents are concerned.

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ON ACREAGE

REPORTS

PREMIUM COLLECTIONS - We are happy to see money coming in from our collectors, agents and from producers who received our debt letter.

We are keeping contracts in force and that's the main thing because we must have contracts and the resulting premiums if we are to stay in business.

ACREAGE REPORTS - With the close of the Sales

report promptly after seeding is completed on an in-

campaign we must turn our thoughts

to servicing the contracts we have. The kind
of service we give will often determine if an
insured stays in or decides to cancel his contract before another crop year rolls around.

Our next job is the obtaining of an acreage

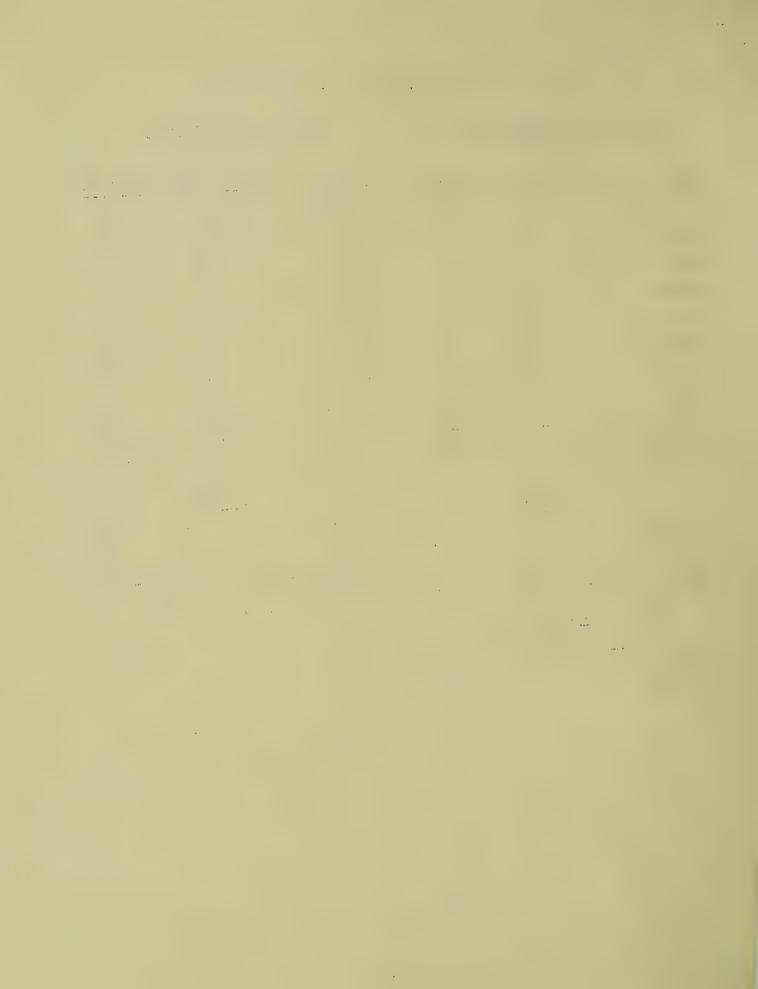
sured farm. You have heard us refer to the acreage report as the "heart of the contract", because until it is on file we don't know how much premium will be due and how much liability will be assumed and neither does the insured.

With reports of fieldwork underway in some areas and some acreage already aeeded, we must be ready to accept reports within the very near future. Your plans should be made and discussed with your District Supervisor. We can't let the job drag out as it has in other years. If we have to move in and gather up acreage reports because you failed to carry out your responsibility under your agreement with the Corporation, it will affect your pocket book first of all and secondly it will give us another reason for shifting to a service agreement.

LISTING OF AGENTS - We are enclosing a current list of agents, their counties, addresses and telephone numbers. Please check and advise us of any corrections that may be necessary.

APPLICATIONS RECEIVED AND CANCELIATIONS TO DATE (March 26, 1957)

SUPERVISOR	SCHONBERGER'S	AREA	SUPERVIS	OR OLSON'S ARE	EA
	(WHEAT)	,	-	(WHEAT)	
COUNTY	CANCELLED	RECEIVED	COUNTY	CANCELLED	RECEIVED
Bottineau	132	28	Burleigh	60	7
Burke	31	3	Emmons	29	20
Divide	10	25	Kidder	64	12
McHenry	42	13	Logan	48	3 8
McLean	98	16	McIntosh	58	6
Mountrail	56	79	Mercer	50	31
Renville	28	5	Morton	53 ·	84
Rolette	90	18	Oliver	28	5
Ward	102	36	Sheridan	59	52
Williams	41	117	Wells	122	27
TOTALS	630	340	TOTALS	571	282.
* * * * * * * *		* * * * *	* * * * * * *	* * * * * * *	* * * * *
	(<u>FLAX</u>)			(<u>FLAX</u>)	
Bottineau	26	5	Emmons	13	16
McLean	51	7	Logan	8	45
Ward	53	31	McIntosh	9	14_
TOTALS	130	43	TOTALS	30	75
* * * * * * * *	* * * * * * * * (MULTIPLE)	* * * * *	* * * * * * *	* * * * * * * *	* * * * *
D4	* Allahydin Hilland property and a second				
Pierce	97	72			
TOTALS	97	72			



SUPERVISOR ERICKSON'S AREA

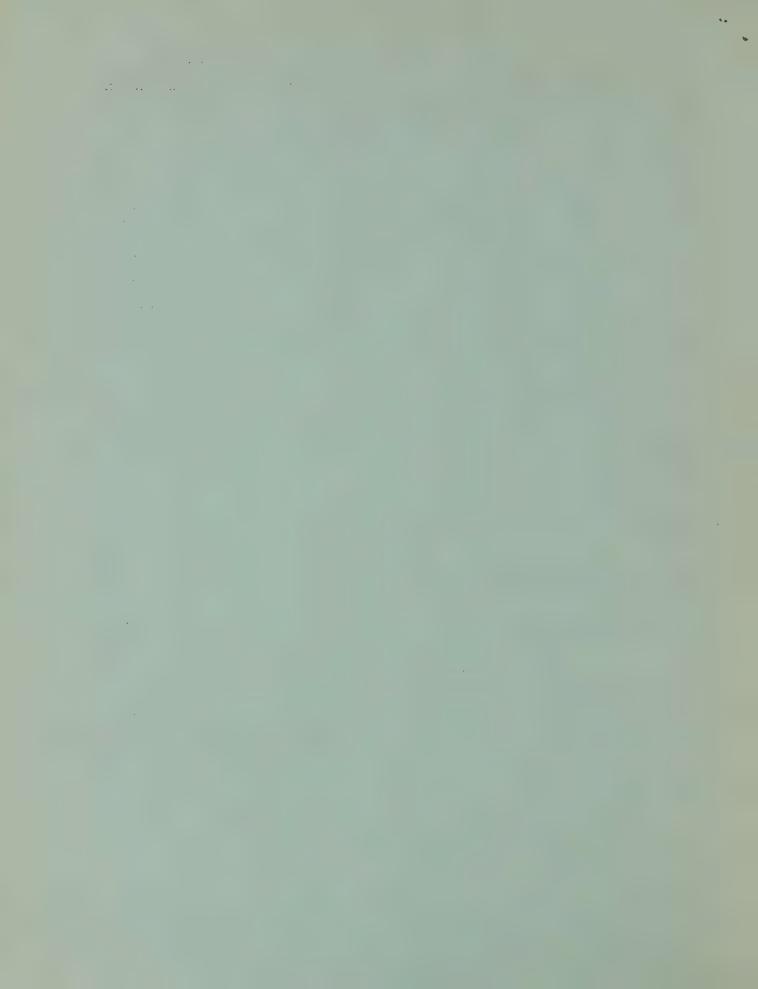
COUNTY	CANCELLED	RECEIVED					
Cass	184	69					
Griggs	58	3 8					
Stutsman	196	51					
Traill	W 81	33					
TOTALS	519	191					
* * * * * * * * *	* * * * * *	* * * * *					
	(FLAX)						
Cass	153	89					
Stutsman	191	59					
Traill	73	42					
TOTALS	417	189					
* * * * * * * * *	* * * * * *	* * * * *					
	(MULTIPLE)						
Barnes	1.63	47					
Dickey	176	19					
LaMoure	336	16					
Ransom	195	29					
Richland	180	46					
Sargent	118	26					
Steele	112	. 8					
TOTALS	1280	191					
* * * * * * * * *	* * * * * *	* * * * *					
	(BARLEY)						
Cass	46	103					
Traill	15	71					
TOTALS	61	174					

SUPERVISOR	THEXTON'S A	REA		
COUNTY	CANCELLED	RECEIVED		
Benson	149	6		
Cavalier	254	22		
Eddy	68	2		
Foster	39	20		
Nelson	93	12		
Pembina	88	6		
Ramsey	236	16		
Towner	155	14		
Walsh	171	53		
TOTALS	1253	151		
* * * * * * * *	* * * * *	* * * * * #		
	(MULTIPLE)			
Grand Forks	183	53		
TOTALS	183	5 3		
* * * * * * * *	* * * * * *	* * * * *		
	(FLAX)			
Eddy	36	0		
Benson	55	6		
Foster	16	16		
Nelson	30	14		
Pembina	60	1		
Ramsey	37	7		

	(BARLEY)	
Pembina	12	3
TOTALS	12	3

Walsh

TOTALS



SUPERVISOR MARKEL'S AREA

COUNTY	CANCELLED	RECEIVED
Adams	27	28
Billings	6	73
Bowman	17	48
Dunn	29	17
Golden Valley	8	119
Grant	24	27
Hettinger	35	16
McKenzie	47	山
Sioux	13	8
Slope	14	42
Stark	38	184
TOTALS	21;8	589

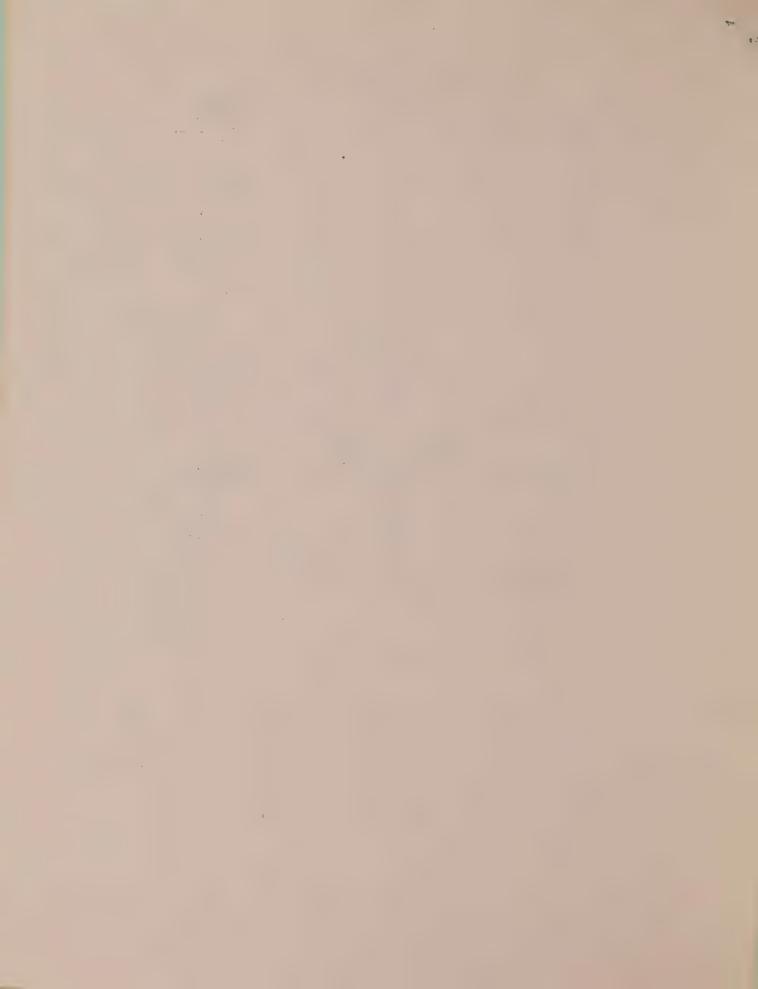
TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3221	1553
Flax	963	408
Multiple	1560	316
Barley	73	177
TOTALS	5817	2454

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THE TOPPERS

Wheat -	W. K. FOSTER	ted	Stark County
Flax -	HUB FULTON	ont	Cass County
Multiple-	PAM CRUDEN		Pierce County
Barley -	HUB FULTON	60-1	Cass County





ROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NEWS



1957 Edition No. 8

April 24, 1957

SAIES - Since the close of the sales campaign we have been busy processing the new applications, reviewing the contracts that were to be terminated because of unpaid debts and checking our figures for all items. We can now give you information that is reasonably accurate as to the number of cancellations, carryover business, new business and what is in force for 1957 in each Supervisor's area according to State Office records as of this date.

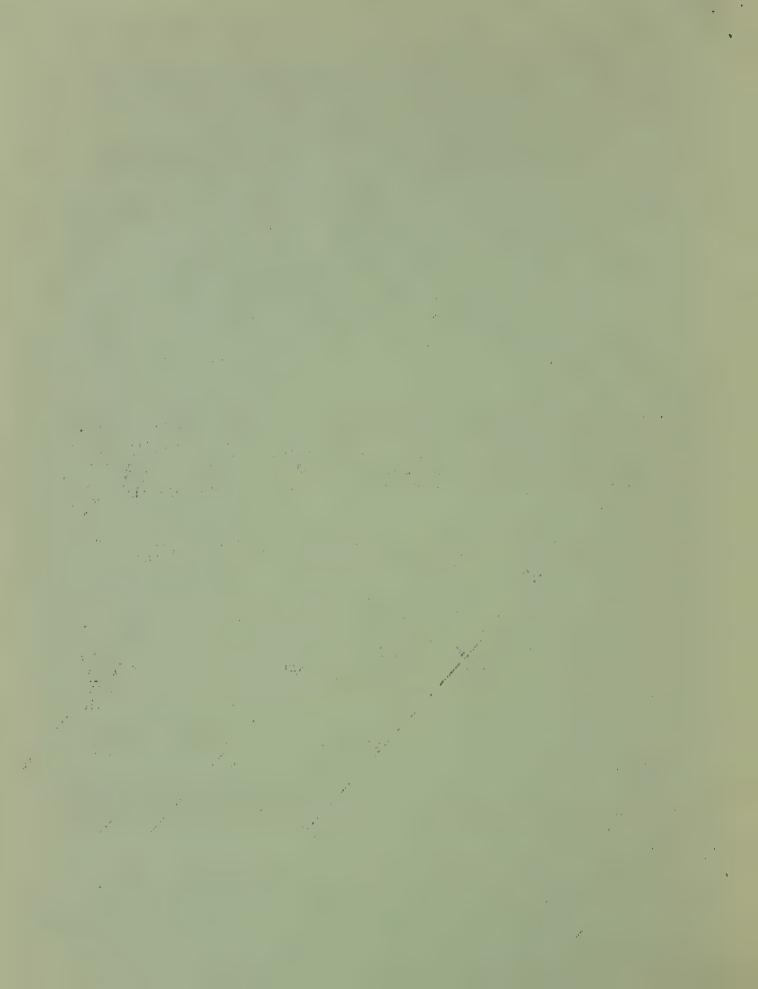
The cancellation figures include all cancellations of 1956 contracts for 1957. This would include producer cancellations, deceased insureds, no growers, unpaid debts, poor risks, etc.

The accepted applications figure reflects only the applications which were accepted and are in force for 1957. The rejected applications and the cancellations of 1957 applications that were signed with a stamp have been subtracted from the number received from a county. For example, we received 202 applications from Williams county. Two of these were rejected and two applicants that signed stamped applications cancelled them before December 31. Therefore, we accepted 198 applications from Williams county and this is the figure which is on the report.

The record shows that we again lost ground from the previous year for the State as a whole.

In every county where sales did not exceed or at least equal the cancellations the agent should take another look at this campaign and figure out where he could have improved it and to take the necessary steps to do so for the coming year.

Since selling is a year around job don't miss any opportunities to make sales this summer and fall. Don't wait too long to get going for 1958.

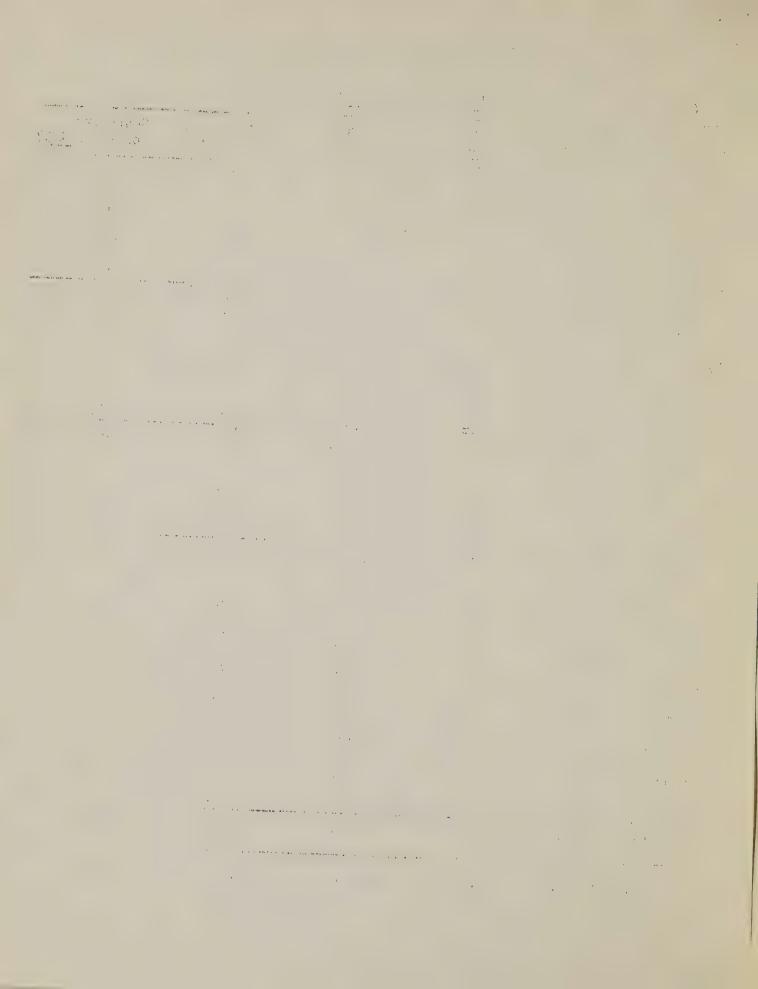


APPLICATIONS ACCEPTED AND CANCELLATIONS TO DATE (April 24, 1957)

(Wheat)

SUPERVISOR ERICKSON'S AREA

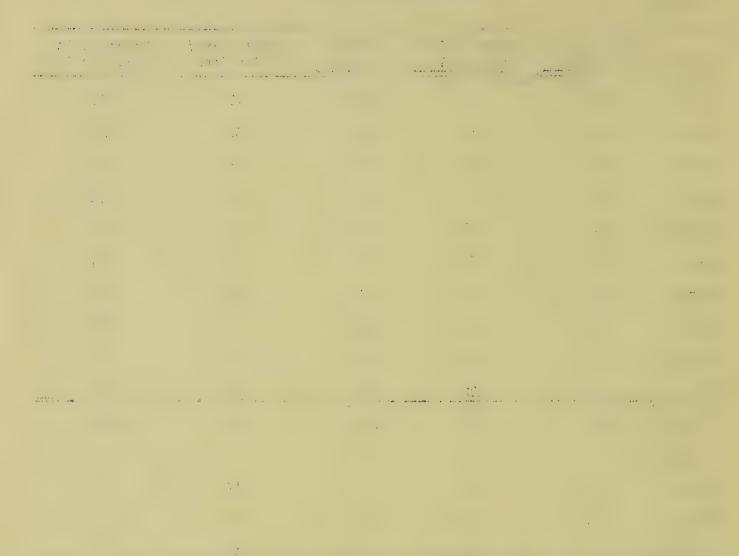
(Wilea o					
COUNTY	Contracts in Force 1956	Cancellations For 1957	Carryover To 1957	Accepted 1957 Applications	Contracts in Force For 1957
Cass	1009	192	817	97	914
Griggs	227	58	169	27	196
Stutsman	1623	226	1397	66	1463
Traill	886	92	794	51	845
TOTALS (Flax)	3745	568	3177	5117	3418
Cass	762	159	603	115	718
Stutsman	1246	212	1034	78	1112
Traill	670	81	589	63	652
TOTALS	2678	452	2226	256	2482
(<u>Barl</u>	<u>.ey)</u>				
Cass	225	48	177	145	322
Traill	231	18	213	124	337
TOTALS	456	66	390	269	659
(Mult	iple)				
Barnes	1809	169	1640	74	1714
Dickey	590	229	361	69	430
LaMoure	939	395	544	29	573
Ransom	753	223	530	140	570
Richland	1319	195	1124	97	1221
Sargent	702	129	573	62	635
Steele	840	130	710	49	759
TOTALS	6952	1470	5482	420	5902.
AREA TOTA	LS 13,831	2,556	11,275	1,186	12,461



SUPERVISOR OLSON'S AREA

(Wheat)

				4 3 7000	Contracts in
COUNTY	Contracts in Force 1956	Cancellations For 1957	Carryover To 1957	Accepted 1957 Applications	Force For 1957
Burleigh	360	70	290	77	367
Emmons	153	35	118	34	152
Kidder	312	80	232	24	256
Logan	266	54	212	64	276
McIntosh	142	74	368	45	413
Mercer	317	60	257	40	297
Morton	458	64	394	112	506
Oliver	141	31	110	21	131
Sheridan	524	69	455	56	511
Wells	527	122	405	42	446
TOTALS	3,500	659	2,841	514	3,355
(FLAX)				
Emmons	38	18	20	17	37
Logan	33	9	24	59	83
McIntosh	29	13	16	10	26
TOTAL	s 100	40	60	86	146
Area Tot	als 3,600	699	2,901	600	3,501



SUPERVISOR SCHONBERGER'S AREA

(Wheat)

COUNTY	Contracts in Force 1956	Cancellations For 1957	Carryover To 1957	Accepted 1957 Applications	Contracts in Force For 1957
Bottineau	1303	136	1167	53	1220
Burke	255	31	224	5	229
Divide	153	10	143	47	190
McHenry	337	46	291	25	316
McLean	870	106	764	41	805
Mountrail	394	61	333	178	511
Renville	336	31	305	21	326
Rolette	621	96	525	46	571
Ward	840	115	725	78	803
Williams	1003	44	959	198	1157
TOTALS	6,112	676	5,436	692	6,128
(Flax)				
Bottineau	114	27	87	9	96
McLean	309	51	258	23	281
Ward	391	60	331	64	395
TOTALS	834	138	676	96	772
(Mult	iple)				
Pierce	819	102	717	115	832
AREA TOTAL	s 7,745	916	6,829	903	7,732

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(Wheat)

COUNTY	Contracts in Force 1956	Cancellations For 1957	Carryover To 1957	Accepted 1957 Applications	Contracts in Force For 1957
Benson	553	155	398	15	413
Cavalier	778	259	519	39	558
Eddy	224	69	155	8	163
Foster	261	40	221	21	242
Nelson	394	99	295	16	311
Pembina	701	91	610	24	634
Ramsey	1036	248	788	32	820
Towner	718	168	550	21	571
Walsh	858	189	669	56	725
TOTALS	5,523	1,318	4,205	232	4,437
(Flax	;)				
Benson	201	57	144	18	162
Eddy	109	39	70	9	79
Foster	84	16	68	19	87
Nelson	116	32	84	22	106
Pembina	253	61	192	6	198
Ramsey	190	742.	149	18	167
Walsh	829	169	660	. 85	745
TOTALS	1,782	415	1,367	177	1,544
(Multip	le)				
Grand Fork	s 1218	190	1028	. 84	1112
(Barley	:)				
Pembina	62	13	49	10	59
AREA TOTAL	S 8.585	1,936	6,649	503	7,152
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SUPERVISOR MARKEL'S AREA

(Wheat)

(WIICEG)					
COUNTY	Contracts in Force 1956	Cancellations For 1957	Carryover To 1957	Accepted 1957 Applications	Contracts in Force For 1957
Adams	132	18	114	40	154
Billings	83	7	76	72	148
Bowman	134	17	117	68	185
Dwn	163	33	130	65	195
Golden Valley	178	8	170	118	288
Grant	163	25	138	78	216
Hettinger	222	40	182	75	257
McKenzie	248	55	193	50	243
Sioux	62	1.6	46	28	74
Slope	117	14	103	55	158
Stark	274	45	229	186	415
TOTALS	1,776	278	1,498	835	2,333
Area Totals	1,776	278	1,498	835	2,333
(COMMODIT	<u>v</u>)	TOTALS (ALL	AREAS)		
Wheat	20,656	3,499	17,157	2,514	19,671
Flax	5,374	1,045	4,329	615	4,944
Multiple	8,989	1,762	7,227	619	7,846
Barley	518	79	439	279	718
TOTALS	35,537	6,385	29,152	4,027	33,179